



U.S. TRADE AND DEVELOPMENT AGENCY

“Open trade fuels the engine of economic growth ... creates new jobs and new income in the United States and around the world...

America will lead—
toward freer trade,
toward wider and
more lasting prosperity
for ourselves and
for the world.”

— PRESIDENT GEORGE W. BUSH



OUR MISSION

The U.S. Trade and Development Agency (USTDA) advances economic development and U.S. commercial interests in developing and middle-income countries. The agency funds various forms of technical assistance, feasibility studies, training, orientation visits and business workshops that support the development of a modern infrastructure and a fair and open trading environment.

USTDA's strategic use of foreign assistance funds to support sound investment policy and decision-making in host countries creates an enabling environment for trade, investment and sustainable economic development. Operating at the nexus of foreign policy and commerce, USTDA is uniquely positioned to work with U.S. firms and host countries in achieving the agency's trade and development goals. In carrying out its mission, USTDA gives emphasis to economic sectors that may benefit from U.S. exports of goods and services.



USTDA Introduction

USTDA's unique mandate positions us well to succeed in today's rapidly changing world. As democracy and more open economies take root, the spread of technology has transformed the world into a global marketplace. Trade is the mechanism that allows American firms and workers to realize the economic benefits of our changing world, while giving our overseas partners access to U.S. technology and expertise in their development efforts. Our aim is a win-win scenario: we help American businesses export their products, thereby creating jobs, while simultaneously promoting economic growth in developing and middle-income countries.

USTDA has built a reputation with American companies, other U.S. government agencies, foreign governments, and project sponsors for effectiveness, efficiency, and responsiveness. We also take pride in our record of assisting small businesses as they pursue business opportunities in today's dynamic international market place.

Since 1981, our agency has been associated with more than \$19 billion in exports—or over \$35 in exports for every dollar invested in our activities. We look forward to working with you to assist in your trade and development success.

ABOUT USTDA

Eligibility for USTDA Assistance

USTDA provides grants directly to overseas project sponsors who, in turn, select U.S. companies to perform USTDA-funded activities. An overseas project sponsor is the host-country entity with the decision-making authority and ability to implement a project. Because of its focused mission, USTDA considers development projects that have the potential to create significant U.S. export opportunities and jobs. While USTDA projects span a wide variety of sectors, many focus on energy and power, transportation, health care, mining and minerals development, telecommunications, and environmental services.

For funding consideration, projects must:

- Be likely to receive implementation financing and have a procurement process that provides “equal access” to U.S. firms;
- Represent an opportunity for sales of U.S. goods and services that is many times greater than the initial investment of USTDA assistance;
- Be a development priority of the project sponsor and of the country where the project is located and have the endorsement of the U.S. Embassy in that nation; and
- Involve competition from foreign companies that may receive subsidies and other support from their governments.

Eligible Countries

USTDA is open for business in more than one hundred nations around the world. In certain nations, statutory, resource and policy constraints limit the availability of USTDA programs. Contact us directly to determine the status of USTDA assistance in your area of interest.

Environmental Review

USTDA considers a project’s environmental implications and evaluates the potential effects on the host country. We offer solutions to minimize or alleviate any such concerns prior to the project moving forward.

Positive Effect on U.S. Jobs

Our program is designed to create American jobs through increased exports while supporting the economic development of the host nation.

USTDA RESOURCES

Technical Assistance & Training

USTDA funds technical assistance related to the evaluation or implementation of projects. In some instances, USTDA technical assistance supports tender preparation, the negotiation and implementation of trade agreements, and the establishment of industry standards and regulations.

Sometimes U.S. companies need an added boost to secure major contracts in highly competitive procurement situations overseas. In such situations, USTDA can provide training grants if an overseas project sponsor awards a procurement contract to a U.S. firm.

Project Plan Funding (Feasibility Studies)

Feasibility studies evaluate the technical, financial, legal, and economic aspects of a development project and are the “nuts and bolts” of infrastructure project planning. This information is required to assess the credit worthiness of a project before it moves forward.

USTDA-funded feasibility studies also advise project sponsors about specific U.S. equipment and services—advice that often leads to the use of U.S. exports in the project.

USTDA funds approximately 125 grant activities each year. Awards range from \$50,000 to \$1 million.

Definitional Missions & Desk Studies

Before USTDA funds a project plan, it requires independent evaluation of the proposal. Teams of technical specialists, with whom USTDA contracts to gather additional information, provide these reports. Preparing these reports, which are carried out exclusively by U.S. small businesses, provides American companies with overseas experience and important working relationships.

Workshops/Conferences

USTDA business workshops and conferences familiarize foreign decision makers with American goods and services, build business relationships between project sponsors and American companies, and inform U.S. companies about export opportunities in emerging markets.

Orientation Visits

OVs, sometimes referred to as reverse trade missions, offer U.S. suppliers an opportunity to showcase U.S. technology and their products to foreign officials. USTDA sponsors visits to the United States by foreign officials, usually procurement and technical specialists, interested in purchasing American goods and services for specific projects.

USTDA in the Field

We are active in emerging markets in every corner of the world and are constantly seeking new opportunities.

USTDA has offices in Turkey, Thailand and South Africa to promote the agency's program throughout the Caspian and Caucasus countries, Asia, and Africa.

USTDA INFORMATION RESOURCES

USTDA offers numerous resources to American businesses and foreign government officials. These services and materials include: USTDA's Business Center, various publications, our website, requests for proposals — which are advertised on the *Federal Business Opportunities* website (www.fedbizopps.gov), and a definitional mission hotline at 703.875.7447.

The *USTDA Pipeline*, a bi-weekly publication, is your best source to learn about USTDA activities. The latest issue of the *Pipeline* is posted to the website every other Friday.

Please visit our website at www.tda.gov for additional information on how USTDA can help you pursue greater opportunities to participate in the development of overseas infrastructure projects. You can also sign the USTDA Guestbook on-line to receive a biweekly e-mail about upcoming USTDA events, as well as a link to the latest issue of the *Pipeline* and USTDA newsletters.

USTDA STAFF

DIRECTOR	Thelma J. Askey
DEPUTY DIRECTOR	Barbara Bradford
GENERAL COUNSEL	Leocadia I. Zak
CHIEF OF STAFF	Carl B. Kress
ASSISTANT DIRECTOR FOR POLICY PLANNING	Geoff Jackson
RESOURCE ADVISOR	Micheal Hillier
EXECUTIVE ASSISTANT	Susan Yang

CENTRAL & EASTERN EUROPE

REGIONAL DIRECTOR	Ned Cabot
COUNTRY MANAGER	Scott Greenip
COUNTRY MANAGER	Andrea Lupo
PROJECT ANALYST*	Peter Dalrymple

LATIN AMERICA & CARIBBEAN

REGIONAL DIRECTOR	Albert W. Angulo
COUNTRY MANAGER	Anne McKinney
COUNTRY MANAGER	Ken Miller
PROJECT ANALYST*	Michael Derham
PROJECT ANALYST*	Trevan Van Buren

ASIA

REGIONAL DIRECTOR	Geoff Jackson
COUNTRY MANAGER	Paul Marin
COUNTRY MANAGER	Doug Shuster
COUNTRY MANAGER	Mark Dunn
PROJECT ANALYST*	Collins Alt
MANAGER, ASIA BUSINESS DEVELOPMENT	Stacy Bonnaffons

AFRICA & MIDDLE EAST

REGIONAL DIRECTOR	Henry Steingass
COUNTRY MANAGER	Tom Hardy
COUNTRY MANAGER	Cybill Sigler
COUNTRY MANAGER	Carrie Walczak
PROJECT ANALYST*	Bryce Ternet
MANAGER, AFRICA BUSINESS DEVELOPMENT	Lance J. Ludman

EURASIA

REGIONAL DIRECTOR	Daniel D. Stein
COUNTRY MANAGER	Rachael Turner
PROJECT ANALYST*	Joshua Sussman
MANAGER, EURASIA BUSINESS DEVELOPMENT	Jennifer Snyder

OFFICE OF THE GENERAL COUNSEL

ATTORNEY ADVISOR	Cam Trowbridge
ATTORNEY ADVISOR	Caryn Hines
ATTORNEY ADVISOR	David Hester
GRANTS ADMINISTRATOR	Pat Smith

OFFICE OF EXTERNAL RELATIONS

COMMUNICATIONS / POLICY ADVISOR	Donna Thiessen
CONGRESSIONAL RELATIONS	Cherilyn Carruth
CONGRESSIONAL / PUBLIC AFFAIRS ASSISTANT	Erol Yesin
SPECIAL PROJECTS OFFICER*	Brenda Heggs

OFFICE OF MANAGEMENT

ASSISTANT DIRECTOR FOR MANAGEMENT OPERATIONS	Larry Bevan
EVALUATIONS OFFICER / ECONOMIST	David Denny
FINANCIAL MANAGER	Noreen St. Louis
CONTRACTING OFFICER	Della Glenn
ADMINISTRATIVE OFFICER	Carolyn Hum
FINANCIAL MANAGEMENT ANALYST	Rosa Jackson
FINANCIAL MANAGEMENT ANALYST	Mary Albright
ADMINISTRATIVE ASSISTANT	Eatrice James
PROGRAM OPERATIONS ASSISTANT	Carolyn Venson
ADMINISTRATIVE ASSISTANT	Olivia Kennedy
ADMINISTRATIVE ASSISTANT	Tyrone Johnson
ADMINISTRATIVE ASSISTANT	Maria Aber
SYSTEMS PROGRAMMER*	Ronny Robinson
LAN ADMINISTRATOR*	P.J. Tai
IRC MANAGER*	Jennifer Nickell
PROCUREMENT DATA MANAGER*	Evangela Kunene
IRC INFORMATION RESOURCE SPECIALIST*	Jim Thayer
IRC PROJECT INFORMATION SPECIALIST*	Chris Sheldon
IRC PROJECT INFORMATION SPECIALIST*	Peter Jones
CONTRACTS SPECIALIST*	Forestine Winters
ADMINISTRATIVE COORDINATOR*	Sally Mitchell
EVALUATIONS ANALYST*	Adam Heltzer
CONTRACTS ASSISTANT*	Phyllis Jackson
IRC INFORMATION RESOURCE ASSISTANT*	Travis Weldon

*Contractor working for USTDA



U.S. Trade and Development Agency
1000 Wilson Boulevard, Suite 1600
Arlington, Virginia 22209

Phone: 703.875.4357 • Fax: 703.875.4009
Email: info@tda.gov • Website: www.tda.gov
DM Hotline: 703.875.7447